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2 BOARD MEMBERS PRESENT

3 NICK ALBERTI, BOARD MEMBER

4 JAMES SHORT, BOARD MEMBER

5 MIKE SILVERSTEIN, BOARD MEMBER

6 RUTHANNE MILLER, BOARD MEMBER

7

8 ALSO PRESENT:

9 FRANK SAUL

10 ANDREW KLINE

11

1 P R O C E E D I N G S

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3 CHAIRPERSON ANDERSON: We have another
4 fact finding hearing, Saul Urban Host, LLC, To Be
5 Determined, 15 Dupont Circle northwest, license
6 #103525. Will the parties please approach and
7 identify themselves for the record, please?

8 MR. KLINE: Good morning, Andrew Kline here
9 for the applicant.

10 MR. SAUL: Frank Saul, the applicant.

11 MR. ALBERTI: I'm sorry, sir, your name?

12 MR. SAUL: Frank Saul. S-A-U-L.

13 MR. ALBERTI: Thank you.

14 CHAIRPERSON ANDERSON: Good morning, Mr. Saul
15 and Mr. Kline.

16 MR. KLINE: Good morning.

17 CHAIRPERSON ANDERSON: This is an interesting
18 concept and so I think that the board needs
19 further clarification from you and your client
20 regarding this business and we would need to find
21 out how the liquor will be stored, who has access
22 to it, and is there going to be an ABC manager

1 there at all points, and how is it that you -- if
2 we were to approve this concept -- how you would
3 prohibit sales to minors and all of that. So,
4 you can tell us about the concept for us to --
5 from what I've been told there are always new
6 concepts in D.C., and this is a new one, so let
7 us -- give us some information, sir, regarding
8 this concept.

9 MR. KLINE: I'll let you give an overview of
10 the concept and then I'll fill in with what
11 controls that we think are in place.

12 MR. SAUL: So, essentially the concept here
13 is it's shorter term rental housing, so it's an
14 apartment building but we want to provide
15 hospitality like services for these residents.
16 So, these are folks who are coming into town,
17 probably for six months on average, to do work
18 somewhere in the Dupont Circle area. It might be
19 an IMF, or it might be an embassy or something
20 like that. So, we're going to have programming
21 in the public space, which is the second floor of
22 the Patterson Mansion. Are you familiar with the

1 property, I don't know if I should go back over
2 it.

3 CHAIRPERSON ANDERSON: I'm not, sir, so
4 please go ahead.

5 MR. SAUL: Okay.

6 CHAIRPERSON ANDERSON: I can also google it
7 but I'm not familiar so you can go ahead.

8 MR. SAUL: Sure. So, this is a renovation of
9 a historic mansion on Dupont Circle with an
10 addition that's attached to it. We'll have 92
11 apartment units that are all furnished. Again,
12 the target market is really people coming in to
13 that sort of, you know, four or five block
14 radius. Think tanks and law firms and IMF World
15 Bank type folks.

16 The second level of the mansion is the main
17 level. Historically, it was a ballroom, a dining
18 room, a library. And that's going to be our
19 public space. Most of the units in the building
20 are smallish. There's a couple of one-bedrooms
21 but most are studios, so we expect our residents
22 to spend a lot of their time in the building on

1 that second level. So, we're going to have
2 programming there, meaning speakers come in once
3 every week or two. Artists come in, whether it's
4 music or someone from the museum to talk about
5 what they're doing, so there'll be events,
6 internal, for residents to attend.

7 We're going to have, obviously, breakfast
8 service and we'll have hors d'oeuvres in the
9 evening, sort of more than cheese plates, you
10 know, we'll have hot hors d'oeuvres, things like
11 that. And occasionally we're going to have local
12 chefs come in and cook in the dining room for the
13 residents. And the residents can, of course,
14 reserve the dining room and use it themselves.
15 Their apartments do all have kitchens.

16 So, the idea that we would like to have is
17 simply a liquor license for the residents and
18 their guests, not open to the public, no signs,
19 nothing visible from the outside. We'll have a
20 licensed -- and I'll let you do the licensing
21 part -- but a regular licensed bartender. Our
22 hours are probably going to be -- I think we've

1 asked for more -- but I think they're probably
2 going to be, you know, sort of 6:00 to 10:00 or
3 11:00. Again, this is really just for the
4 residents and their guests. I think that's it.

5 MR. KLINE: Yeah. Just to be clear, there
6 will be no self -- this is not a self-service
7 concept, this is a staffed concept where there
8 will be a bartender. Just like in any other
9 licensed establishment there will be someone
10 there to make sure that people who are
11 intoxicated are not served and those who are
12 underage are not served. And as part of -- well,
13 as in the agreement that we reached with the
14 Dupont Circle Advisory Neighborhood Commission
15 today, we have agreed, which is completely
16 consistent with the zoning, that it will not be
17 open to the public. We modeled it after --
18 actually, Mr. Saul was involved in this other
19 project -- from a licensing standpoint we modeled
20 it after the Kennedy-Warren Piano Room which the
21 board licensed a number of years ago in the
22 Kennedy-Warren apartment building. So, that's

1 from a licensing standpoint what we modeled it --
2 it's quite different in terms of who the
3 residents are and what have you, but in terms of
4 the way it works from a licensing standpoint,
5 it's very, very similar.

6 CHAIRPERSON ANDERSON: Mr. Kline, I'm new to
7 the board, so this Kennedy-Warren place you're
8 referencing, can you please give me some more
9 information about that?

10 MR. KLINE: Sure. The Kennedy-Warren is an
11 art deco apartment building on Connecticut
12 Avenue, a historic building. A number of years
13 ago, Mr. Saul has the concept of doing a piano
14 room which would be there for residents and their
15 guests to enjoy during evening hours mostly, but
16 similar in terms of being available if someone
17 wanted to do an event or something like that.
18 It's an apartment house with security, so it's
19 not open to the public. And when we were looking
20 at the licensing for that we licensed it as a
21 tavern because that seemed to make the most sense
22 in terms of no food requirements and what have

1 you. And we worked with the community up there
2 just as we did at Dupont to address whatever
3 concerns they might have but from the licensing
4 standpoint, in my mind looks like any other
5 licensed establishment that you have, because it
6 is staffed, they understand that they have to
7 secure the alcoholic beverages when the bar area
8 is closed, the beverages have to be secured,
9 otherwise there will be a licensed manager on
10 premises during all hours of operation.

11 CHAIRPERSON ANDERSON: Any other questions --
12 any questions by the board members? Yes, Ms.
13 Miller.

14 MS. MILLER: Will there be any selling of
15 alcohol or are they just serving, or selling?

16 MR. KLINE: Yes.

17 MR. SAUL: For selling, yes.

18 MR. KLINE: It's not a free, all you can
19 drink -- it's, you know, they pay but it's
20 available so that they have a hospitable
21 atmosphere. The apartment I toured at -- are
22 complete but quite small, so just like people use

1 bars and restaurants in the neighborhood as their
2 "third space" I think we call it, that's what we
3 have here, we have a third space, except it's in
4 the building and you can come down and there's,
5 it's hoped that a community atmosphere will be
6 promoted and people will be able to congregate
7 and socialize.

8 MS. MILLER: It's not -- so it's like a
9 restaurant as opposed to the tenants coming to
10 have dinner there as part of their rental
11 payments, or something.

12 MR. SAUL: I wouldn't say restaurant but the
13 idea is you, conceptually is people come home and
14 instead of going out for their unit and doing
15 something, they come through the second floor and
16 they plop down and pull out their laptop and
17 order a cocktail and wait for their friend to go
18 out to dinner or whatever the case may be.

19 MS. MILLER: Okay, so this is only one, in a
20 residential building, that you know of other than
21 Kennedy-Warren?

22 MR. KLINE: I'm not aware of anything else, I

1 think there are some other concepts out there but
2 I don't know how far they've gotten at this
3 point.

4 MS. MILLER: Okay, this appears somewhat
5 novel for what we've seen. Thank you.

6 MR. ALBERTI: I have a question.

7 CHAIRPERSON ANDERSON: Go ahead, Mr. Alberti.

8 MR. ALBERTI: I don't have the applicant in
9 front of me so forgive me if this is explained in
10 the applicant, but you're asking for what portion
11 of the building to be licensed? The entire
12 building? Mr. Kline understands what I'm talking
13 about.

14 MR. KLINE: We asked for the entire building,
15 but the idea is that the alcohol service would be
16 confined to the bar area and there's a terrace
17 area.

18 MR. ALBERTI: Which is all on the second
19 level?

20 MR. KLINE: It's all on the second level.

21 MR. ALBERTI: Okay. No further questions.

22 CHAIRPERSON ANDERSON: Any other questions,

1 Mr. Alberti?

2 MR. ALBERTI: No, I'm quite aware of what you
3 folks are doing here and I guess my understanding
4 of it, and correct me if I'm wrong, these are
5 very small apartments that -- these are
6 essentially business apartments or starter
7 apartments for folks who are moving here,
8 everything from millennials who want to walk to
9 work and are single to some lawyer or somebody
10 like that who's going to be here for six months.
11 It's built on a historic property that was used
12 in the 1920s in the Coolidge administration for
13 six months as the White House, when the White
14 House was under renovation, that this is the C.C.
15 Patterson Mansion -- was the family that I
16 believe owned the Chicago Tribune.

17 MR. SAUL: Right.

18 MR. ALBERTI: And it's a historic gem.
19 Personally, I believe that we've lost public use
20 of some of the things inside but the property
21 itself had gone past its sell date in its use as
22 a private club.

1 MR. SAUL: Yes.

2 MR. ALBERTI: Is it -- so it seems like what
3 you're doing is a spinoff of the old residential
4 apartment situation that you had in many cities
5 where there would be a dining room where
6 everybody could be downstairs, but now instead of
7 having food prepared, you have a place there
8 where they can gather.

9 MR. SAUL: Right.

10 MR. ALBERTI: So they're not stuck in their
11 250 square foot cubbyhole --

12 MR. SAUL: We think --

13 MR. ALBERTI: -- that they're paying \$5000 a
14 month so that they can walk to work.

15 MR. SAUL: Yes.

16 MR. ALBERTI: Thank you.

17 CHAIRPERSON ANDERSON: I have a question --

18 MR. KLINE: If I may, Mr. Chairman?

19 CHAIRPERSON ANDERSON: Yes.

20 MR. KLINE: Mr. Alberti -- I pulled the
21 applicant and actually the first floor and the
22 second floor is what we applied for --

1 MR. ALBERTI: Okay.

2 MR. KLINE: -- and the first floor because
3 there'll be storage there.

4 MR. ALBERTI: I just wanted to make sure it
5 gets on the record and so that we understand.

6 MR. KLINE: It's on the record.

7 MR. ALBERTI: Thank you. Appreciate that.

8 CHAIRPERSON ANDERSON: I just need some
9 clarification. I was reading -- I was reading in
10 the settlement agreement that the board will
11 consider, it says the applicant will make food
12 available and beverages available as part of the
13 amenities program for the project which includes
14 a full time bar and hors d'oeuvres, and a lounge
15 area, with continental breakfast served in the
16 amenities space. So, can you explain that to us
17 sir? Is there a kitchen? Tell us about this food
18 that you're serving.

19 MR. SAUL: Sure. We have a dining room
20 that's separate from the bar area. The bar area
21 is where the ballroom was. And the dining room
22 is where we're going to have our breakfast

1 service, so we've got, you know, full kitchen, we
2 have a pantry with storage, we're essentially
3 going to have light grab and go breakfast so it's
4 a little more than a bagel but it's fresh food
5 and with coffee and all that and it comes with
6 the rent. So, that's the morning program. And
7 the evening program, again, is really just fresh
8 hors d'oeuvres in the evening, probably two
9 servings, one at 6:30 and one at 7:30. You know,
10 more than just a cheese plate, but that's really
11 the extent of it, nothing -- nothing heavier
12 than that. The kitchen -- dining room -- we'll
13 have a kitchen in it that residents can reserve
14 for their use. So, there's going to be a nice
15 big island with an attractive-looking sort of
16 kitchen, that people can come in and have dinner
17 for 20 people if they'd like to.

18 CHAIRPERSON ANDERSON: But will there be --at
19 any point do you foresee that one of the
20 residents could rent the space out and invite
21 their -- have a party in this area -- and invite
22 their friends to it?

1 MR. SAUL: Yes.

2 CHAIRPERSON ANDERSON: So, what about -- so,
3 who can use this space? Who can --

4 MR. SAUL: Residents.

5 CHAIRPERSON ANDERSON: For what purpose?

6 MR. SAUL: And they can bring their guests.
7 They'll host a dinner party, host a cocktail
8 party, I mean I think the intent is that they can
9 do that on their own or they can do that with us
10 helping them. But if a resident wants to rent
11 the dining room and have a dinner party for 15 of
12 their friends, they're a tenant so they can do
13 that.

14 CHAIRPERSON ANDERSON: If someone has a
15 birthday party with 100 -- how many people can it
16 hold for someone to have a birthday party?

17 MR. SAUL: I mean it's a big space, I suppose
18 somebody could have 100 friends. I don't expect
19 that will happen but people could, yes.

20 CHAIRPERSON ANDERSON: But I could rent the
21 space -- one of the residents could rent the
22 space to have a party.

1 MR. SAUL: Yes.

2 MR. ALBERTI: I think the question hanging
3 out there is if that happens would your staff
4 being overseeing and managing the service of
5 alcohol and I think that's the question that's
6 out there.

7 MR. SAUL: Of course.

8 MR. ALBERTI: think the other question is
9 the chair is thinking about renting. No, I'm
10 just kidding. I'm sorry, I didn't mean to make
11 light of this.

12 MR. KLINE: We can be light.

13 MR. SAUL: It's a special space. It really
14 is beautiful.

15 CHAIRPERSON ANDERSON: Yes, Ms. Miller.

16 MS. MILLER: I just have a question following
17 up on that. So, will caterers be around in there
18 or just your own staff, for the cooking?

19 MR. SAUL: The regular program is just our
20 staff as opposed to if somebody wanted to hire a
21 caterer, we wouldn't oppose the caterer.

22 MR. KLINE: We would manage the caterer --

1 MS. MILLER: Okay.

2 MR. ALBERTI: But it's legally permissible.

3 MR. KLINE: Sure.

4 MS. MILLER: Okay, thank you.

5 CHAIRPERSON ANDERSON: Are there any other
6 questions by any other board members? We will
7 take this under advisement, so we will consider
8 the license and also consider the settlement
9 agreement that was proposed to the board. I know
10 the settlement agreement was proposed but we
11 decided that this is a new concept, that we
12 needed to get some further information from the
13 licensee before moving forward. So, we'll take
14 this under advisement and make the decision.

15 MR. KLINE: Great. We understand that and we
16 appreciate the board having us and if anything,
17 during the course of your discussions, comes up
18 that you need some further information, just let
19 us know and we'll get it to you as soon as we
20 can.

21 MR. SILVERSTEIN: Thank you very much. This
22 has been uncharted territory for us and thank you

1 for helping us to navigate it.

2 MR. KLINE: Great, thank you.

3 MS. MILLER: Thank you.

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5 (Whereupon, the above-entitled matter was

6 concluded.)

7